
Internet Technology - Foundation for Intranets

April 1996

INPUT[®]

Frankfurt • London • New York • Paris • San Francisco • Tokyo • Washington D.C.

Published by
INPUT
1881 Landings Drive
Mountain View, CA 94043-0848
United States of America

INET

Internet Technology - Foundation for Intranets

Copyright © 1996 by INPUT. All rights reserved.
Printed in the United States of America. No part of the
publication may be reproduced or distributed in any
form, or by any means, or stored in a database or
retrieval system, without the prior written permission
of the publisher.

The information provided in this report shall be used
only by the employees of and within the current
corporate structure of INPUT's clients, and will not be
disclosed to any other organization or person
including parent, subsidiary, or affiliated organization
without prior written consent of INPUT.

INPUT exercises its best efforts in preparation of the
information provided in this report and believes the
information contained herein to be accurate.
However, INPUT shall have no liability for any loss or
expense that may result from incompleteness or
inaccuracy of the information provided.

Internet Technology - Foundation for Intranets

**Peter Cunningham
INPUT**

**pac@input.com
<http://www.input.com>**

INPUT®

Notes:

Agenda

- Introduction
- Architecture Shift
- Internet Security
- Application Migration
- Internet Appliances
- Internet Servers
- Leading Internet Players
- Worldwide Internet Market
- Conclusions & Recommendations
- Questions & Answers

INPUT*

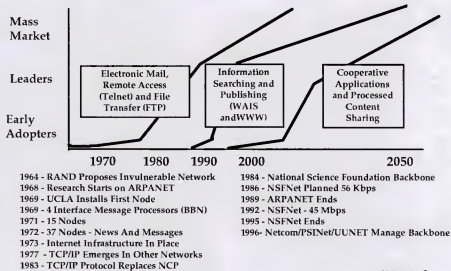
Notes:

Introduction

INPUT®

Notes:

Internet Evolution



INPUT®

Notes:

Architecture Shift

INPUT®

Notes:

Four Waves of Computing

- Mainframe
- Minicomputer
- Microcomputer
- Network Centric

INPUT®

Notes:

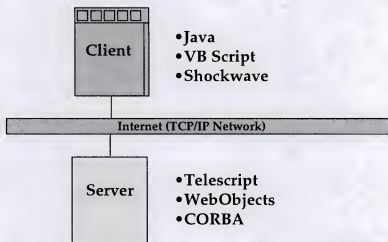
The Changing Nature of Computing Environment

Processing speed	→	Communications bandwidth
LAN	→	Internet
GUI	→	Browser

INPUT®

Notes:

Positioning Internet Development Tools



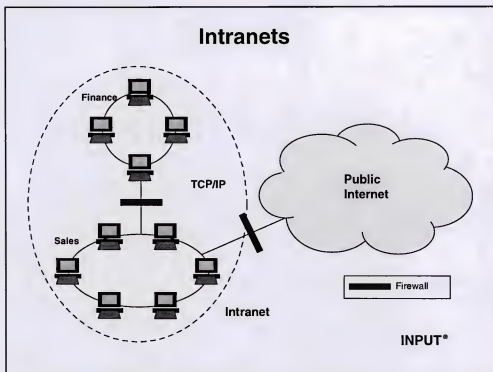
INPUT*

Notes:

Internet Security

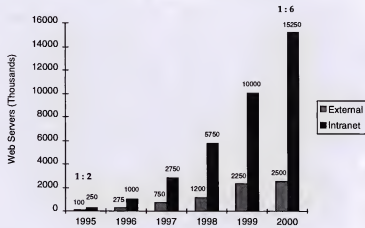
INPUT®

Notes:



Notes:

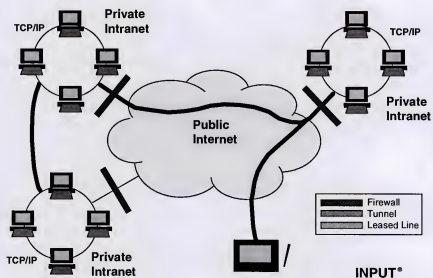
Worldwide Web Servers



INPUT®

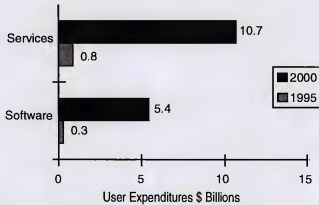
Notes:

Virtual Private Networks (VPN)



Notes:

Firewall Software & Services Market



Source: Internet Security: Impact of Firewalls on Client/server

INPUT*

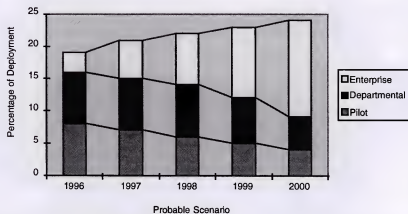
Notes:

Application Migration

INPUT®

Notes:

Intranet Application Deployment



Source: Revolutionary Migration of Applications to the Internet

INPUT*

Notes:

Importance of Internet Benefits

Potential Internet Benefit	Rating
Delivering More Information	4.4
Receiving Feedback from Customers	4.3
Enhancing Relationships with Customers	4.2
Responding More Quickly to Customers	4.2
Delivering Sales Information Less Expensively	4.1
Promoting Products Through New Media	4.1

Source: Internet Sales & Marketing Directions

INPUT®

Notes:

MCA/Universal (External)

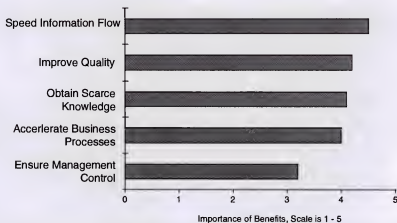
- **Use Internet technology to:**
 - **consolidate the content of all of its divisions under one umbrella**
 - **provide users with samples of the latest products and entertainment from the MCA/Universal family of companies**
 - **sell goods**

Source: Internet Application Case Studies

INPUT*

Notes:

Benefits of Using the Internet for Business Operations



Source: Using the Internet for Business Operations

INPUT®

Notes:

Schlumberger (Intranet)

- **Uses Internet technology to improve communications with:**
 - employees
 - suppliers
 - customers

Source: Internet Application Case Studies

INPUT*

Notes:

Schlumberger (Intranet)

- **Internal information shared includes:**
 - corporate policies
 - internal directories
 - shared software
 - major announcements
 - location information

Source: Internet Application Case Studies

INPUT®

Notes:

Choosing the Groupware Platform

- Consider functionality
- Consider costs
 - Products
 - Development
 - Administration

INPUT*

Notes:

Groupware Functionality Matrix

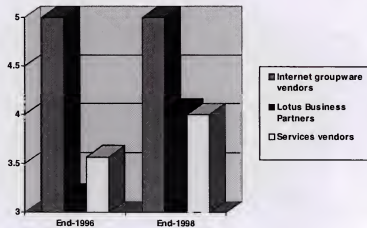
FUNCTION	Lotus Notes	Digital Web Forum	Action Tech. Metro	Radnet WebShare	AEX About	Netscape Collabra
•Discussion	●	●		●	●	●
•Document Management	●			●		
•Workflow	●		●	●		
•Conferencing	●	●				●
•Project Mgmt.	●					
•Calendar	●					
•Whiteboardg.	●					
•Messaging	●					●

Source: Notes' Survival in the Intranet-enabled Corporation

INPUT*

Notes:

Importance of Intranets To Vendors



Source: Notes' Survival in the Intranet-enabled Corporation

INPUT®

Notes:

Internet Appliances

INPUT®

Notes:

Benefits of Internet Appliances

- Substitute for expensive PCs
- Separate the OS/CPU from Applications
- Reduced support costs
- Return control to IS manager
- Lower IT training costs

INPUT*

Notes:

Why Choose an Internet Access Device?

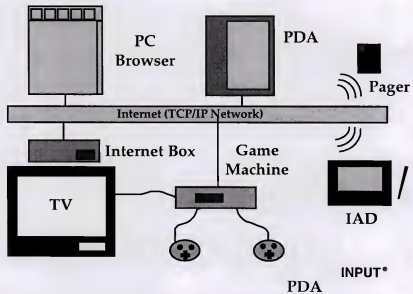


●Weight	1.7 lbs.	7.7 lbs.
●Size	5.25"x7.5"	8.5"x12"
●Battery life	8-10 hrs.	2-3 hrs.
●Price	\$800	\$3,000

INPUT*

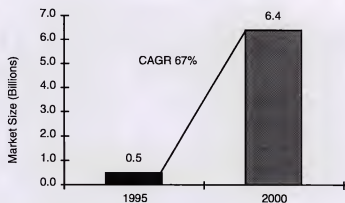
Notes:

Internet Client Types



Notes:

Worldwide Internet Appliances, 1996-2000



Source: Worldwide Internet Market, 1995-2000

INPUT*

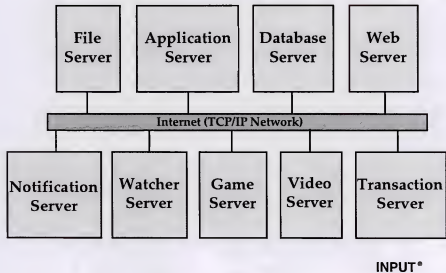
Notes:

Internet Servers

INPUT®

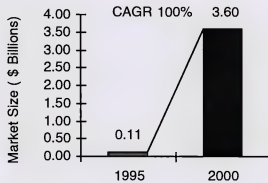
Notes:

Internet Server Types



Notes:

Worldwide Web Server Software Market



Source: Worldwide Internet Market, 1995-2000

INPUT®

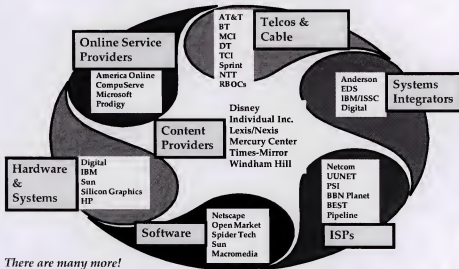
Notes:

Leading Internet Players

INPUT®

Notes:

Internet Commercial Players



INPUT®

Notes:

Internet Battles

- Internet access
- Web browsers & servers
- Web development tools
- Internet groupware
- Payment/security standards
- Intranet solutions

INPUT*

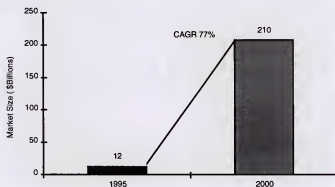
Notes:

Internet Market Opportunities

INPUT®

Notes:

Worldwide Internet Market, 1995-2000

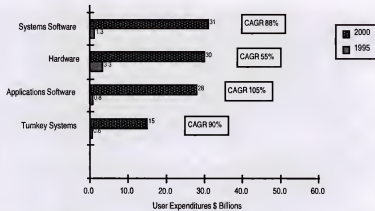


Source: Worldwide Internet Market, 1995-2000

INPUT*

Notes:

Worldwide Internet Hardware & Software Opportunities

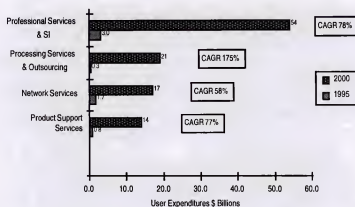


Source: Worldwide Internet Market, 1995-2000

INPUT*

Notes:

Worldwide Internet Services Opportunities



Source: Worldwide Internet Market, 1995-2000

INPUT®

Notes:

Conclusion & Recommendations

INPUT®

Notes:

Conclusions

- An architecture shift is occurring
- Security is essential
- Processing will shift back to the server

INPUT*

Notes:

Conclusions

- **Application software products will migrate in three stages**
 - Web front-end
 - Total re-write
 - New applications

INPUT*

Notes:

Conclusions

- **Application software product companies**
 - 50% will fail to make the transition
 - New ones will become leaders

INPUT®

Notes:

Conclusions

- Internet appliances widespread
 - Benefits of computing and information reach more users
- Multiple types of Internet servers proliferate

INPUT*

Notes:

Conclusions

- **Services stimulated by the Internet**
 - transaction services
 - analytical services
 - new content services
 - new entertainment services

INPUT*

Notes:

Recommendations

- The Internet is a communications revolution
 - fundamentally restructures computer industry
 - changes user environment
- Use the Internet to make money
- Use the Intranet to save money

INPUT*

Notes:

Recommendations

- **Use Internet for:**
 - sales & marketing
 - customer service
 - electronic commerce
 - human resources

INPUT*

Notes:

Recommendations

- **Use Intranet for:**
 - communication
 - collaboration
 - applications development environment
- **Use Intranet to publish:**
 - policies, procedures
 - products, projects
 - regulations, training

INPUT®

Notes:

Recommendations

- **Focus Internet on your applications**
 - examine impact on mission critical
 - use Internet for secondary

INPUT®

Notes:

Recommendations

- **All software**
 - evaluate time-based function required
 - determine Internet intersection point
 - determine ability to delay or wait
 - choose one solution
 - » interim solution if you cannot wait
 - » Internet solution w/ limited functionality
 - » delay

INPUT®

Notes:

Recommendations

- **Security**
 - determine policies
 - evaluating solutions
- **Internet experience allays concerns, don't wait**

INPUT*

Notes:

Questions & Answers

INPUT®

Notes:

About INPUT

- Clients make informed decisions more quickly and economically by using INPUT's services. Since 1974, information technology (IT) users and vendors throughout the world have relied on INPUT for data, research, objective analysis and insightful opinions to prepare their plans, market assessments and business directions, particularly in computer software and services.

Contact us today to learn how your company can use INPUT's knowledge and experience to grow and profit in the revolutionary IT world of the approaching millennium.

SUBSCRIPTION SERVICES

- Information Services Markets
 - Worldwide and country data
 - Vertical industry analysis
- Systems Integration/Professional Services
- Client/Server Software
- Outsourcing
- Information Services Vendor Profiles and Analysis
- Internet Opportunities
- Electronic Commerce
- U.S. Federal Government IT Markets
- IT Customer Services Directions (Europe)
- Software Support (Europe)

SERVICE FEATURES

- Research-based reports on trends, etc. (More than 100 in-depth reports per year.)
- Frequent bulletins on events, issues, etc.
- 5-year market forecasts
- Competitive analysis
- Access to experienced consultants
- Immediate answers to questions
- On-site presentations
- Electronic report delivery

DATABASES

- Software and Services Market Forecasts
- Software and Services Vendors
- U.S. Federal Government
 - Procurement plans (PAR, APR)
 - Market Forecasts
 - Awards (FAIT)

CUSTOM PROJECTS

- For Vendors—Analyze:
 - Market strategies and tactics
 - Product/service opportunities
 - Customer satisfaction levels
 - Competitive positioning
 - Acquisition targets
- For Buyers—Evaluate:
 - Specific vendor capabilities
 - Outsourcing options
 - Systems plans
 - Peer position

OTHER SERVICES

- Acquisition/partnering searches

Contact INPUT at: info@input.com, or <http://www.input.com>

Frankfurt • Perchstaten 16, D-35428, Langgans, Germany, Tel. +49 (0) 6403 911 420, Fax +49 (0) 6403 911 413

London • Cornwell House, 55-77 High Street, Slough, Berkshire, SL1 1DZ, England, Tel. +44 (0)1753 530444, Fax +44 (0)1753 577311

New York • 400 Frank W. Burr Blvd., Teaneck, NJ 07666, USA, Tel. (201) 801-0050, Fax (201) 801-0441

Paris • 24, avenue du Recteur Poincaré, 75016, Paris, France, Tel. +33 (1) 46 47 65 65, Fax +33 (1) 46 47 69 50

San Francisco • 1881 Landings Drive, Mountain View, CA 94043, USA, Tel. (415) 961-3300, Fax (415) 961-3966

Tokyo • 6F-B, Mitohiro Bldg., 1-12-12, Uchikanda Chiyoda-ku, Tokyo 101, Japan, Tel. +81 3 3219-5441, Fax +81 3 3219-5443

Washington, D.C. • 1921 Gellows Road, Suite 250, Vienna, VA 22182, USA, Tel. (703) 847-6870, Fax (703) 847-6872



